



U.S. Army Contracting Agency

Army Contracting Agency (ACA) Southern Region Contracting Center–East (SRCC-E)

AFCEA Education Opportunities March 15, 2007

**Presented by Gwendolyn Miles
Small Business Specialist
SRCC-E**

How To Do Business with the Army



Gwendolyn S. Miles

-SADBUS FOR THE SRCC-E



- **Phone (404) 464-2353**
- **FAX (404) 464-1416**
- **E-mail:**
milesgwen@forscom.army.mil
- **SRCC-E website**
<http://www.forscom.army.mil/aacc>



Team SRCC-E

- Team SRCC - E is organized under the Office of the Director into four Divisions
Our commercial area code is 404.
For Department of Defense Agencies our DSN prefix is 367. Office of the Director: 464-3468

Commercial Acquisition Branch (CAB): 464-4106

Provides pre-award contracting support for: regionalization of requirements for the 17 installations in the ACA Southern Region; large or complex mission requirements for Headquarters FORSCOM, First Army, Third Army, and US Army Reserve Command not assigned to Mission Division for acquisition; large or complex requirements for Fort McPherson not assigned to Installation Division for acquisition; acquisition of new multiple award indefinite quantity-indefinite delivery contracts; privatization of utilities; and A-76 cost comparison acquisitions.

Mission Division: 464- 1772

Provides preaward contracting support not assigned to General Support Division and performs contract administration for all mission requirements for Headquarters FORSCOM, First Army, Third Army, and US Army Reserve Command.

Installation Division: 464-4188

Installation Division: Provides pre-award contracting support not assigned to General Support Division and performs contract administration for all base operations, supply, and construction requirements for USAG Fort McPherson and sub-installations, tenants, and NETCOM (excluding mission requirements for FORSCOM, First Army, Third Army, and US Army Reserve Command).

Other useful points of contact: Government Purchase Card Questions: 464-4111

Small Business Questions: 464-2353

PR Web Questions: 464-1773



The Army Contracting Agency (ACA)

- **Secretary of the Army directed the consolidation of three functions:**
 - **Installation Management (IMA)**
 - **Information Technology (NETCOM)**
 - **Contracting (ACA)**
- **ACA was established October 1, 2002**



ACA – Where?

- **The ACA established:**
 - **ACA Northern Region at Fort Monroe, VA**
 - **ACA Southern Region at Fort McPherson, GA**
 - **Southern Region Contracting Center-East at Fort McPherson, GA**
 - **Southern Region Contracting Center-West at Fort Sam Houston, TX**
 - **Information Technology, E-Commerce and Commercial Contracting Center (ITEC4) in Washington, DC**



ACA Objectives

- **Eliminate Redundant Contracts**
- **Leverage Army-wide Requirements/Economies of Scale**
- **Support Small Business**
- **Allow Installations to Focus on Core Competencies**
- **Transparent Transition and Improved Service to Warfighter**
- **Align & Synchronize with Installation Management Activity (IMA) and Network Command (NETCOM)**



ACA Contracting Regions

Northwest IMA

Fort Lewis
Vancouver Barracks
Yakima Training Center

Overseas: USARPAC, USARSO,
3rd Army, 7th Army, and 8th Army

Northern Contracting Region

Dugway Proving Ground

Fort Carson

Fort Riley

Fort Leavenworth

Fort Leonard Wood

Fort McCoy (USAR)

Rock Island Arsenal

Detroit Ars.

USAG Selfridge

Northeast IMA

Fort Drum

Natick R & D Ctr

Fort Devens RFTA (USAR)

Ft. Hamilton

West Point

Fort Monmouth

Fort Dix (USAR)

Aberdeen Proving Ground

Ft. AP Hill

Fort Eustis

Fort Monroe

Fort Story

Ft. Meade

Fort McNair

Fort Myer

Fort Belvoir

Charles E. Kelly Spt Fd (USAR)

Carlisle Barracks

Adolphus Lab Ctr

Fort Lee

Presidio of Monterey

Fort Hunter Liggett (USAR)

Fort Irwin

Yuma Proving Ground

Fort Hays

Southern Contracting Region

White Sands Missile Testing Center

Fort Sill

Fort Bliss

Fort Hood

Fort Polk

Fort Sam Houston

Fort Knox

Fort Campbell

Redstone Arsenal

Fort McClellan

Fort Benning

Fort Rucker

Fort Bragg

Fort Jackson

Fort Gordon

Fort McPherson/ Ft. Gillem

Fort Stewart

Pacific IMA

Fort Wainwright

Ft. Greely

Fort Richardson

Tokyo/Yokohama
Akizuki/Kure
Zama/Sagamihara

Okinawa

Kwajalein

Fort Shafter

Schofield Barracks

Southwest IMA

Southeast IMA

USAG Miami

Ft Buchanan, PR



Contracting for Supplies, Services, & Construction

- **Primary migration to Centers will be in large service contracts (over \$500,000)**
- **ITEC4 will provide centralized IT contracts**
- **Installation DOCs still responsible for:**
 - ✓ **Emergency purchases/contracts**
 - ✓ **One-time construction contracts**
 - ✓ **Most supply contracts**
 - ✓ **Ordering, simplified acquisition, Federal Supply Schedule, Government purchase card program, and contract administration**



Small Business Program

- **ACA will set-aside or partially set-aside many of its major prime contracts for small businesses**
- **ACA will exceed small business goals**
- **ACA will fully comply with all small business laws, regulations, policies and directives**
- **Small business responsibilities will be in the job standards of every ACA Contracting Officer and senior staff member**



Community Interests

- **We will take the message to local business and community through:**
 - ✓ **Local chambers of commerce**
 - ✓ **National Contract Management Association**
 - ✓ **“Industry Days” and other local forums**
 - ✓ **Networking Seminars**
- **Traditional relationships between Forts and local communities will continue**



DoD CONTRACTING

Federal Acquisition Regulation (FAR) System

600 Statutes

Including 114 Socioeconomic Statutes

**Over 1,800 Mandatory and Discretionary
Acquisition Documents**

Federal Acquisition Regulation has:

53 Parts

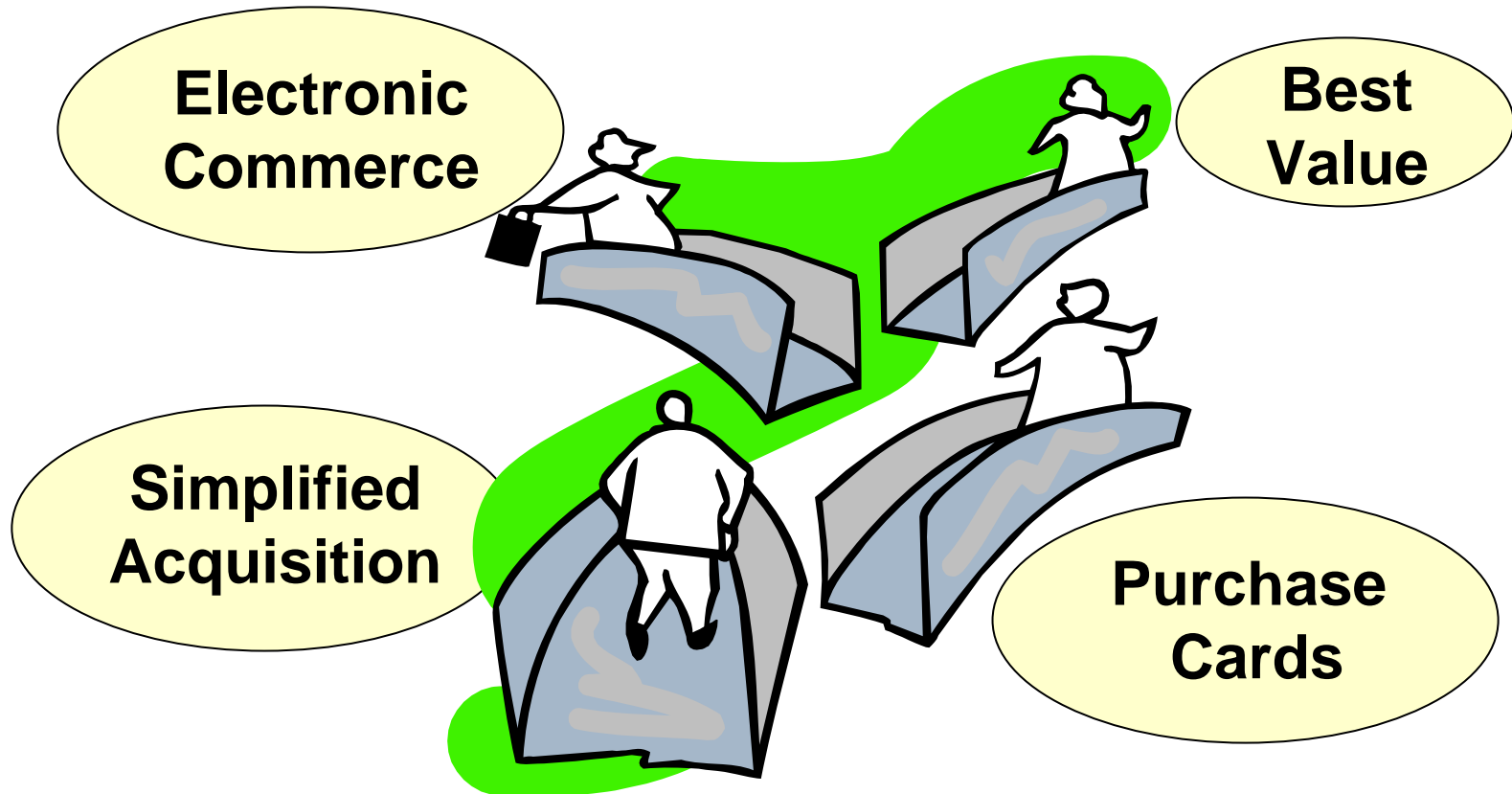
1 Appendix

Cost And Pricing Manual

DOD, Army, and ACA Supplementation



How The Army Does Business





Electronic Commerce

- DoD is moving more and more toward Electronic Commerce
- Go to <http://www.acq.osd.mil/dpap/ebiz/> or call their hotline: 1-800-EDI-3414 or 703-696-0411 for information on how to do business electronically
- Electronic Commerce Resource Centers like the one at Georgia Tech provide assistance regionally regarding getting started in the electronic marketplace. Their website is <http://www.ecrc.gatech.edu> or you can call them at 404.894.8042 or 1-800.894.8042



Central Contractor Registration

- You must be registered in the Department of Defense Central Contractor Registration (CCR) program.
- If you are not registered, we cannot award a contract or purchase order to you
- You can register at <http://www.ccr.gov> or you may request a registration application and information packet calling the DoD CCR Assistance Center at 1-888-227-2423.



CAGE and DUNS Numbers

- You must obtain your Commercial and Government Entity (CAGE) Code (can be requested in conjunction with CCR registration)
- Obtain your DUNS number from Dun and Bradstreet www.dnb.com



Government Purchase Cards

- **Requirements of \$3000 or Less**
 - Primarily purchased using the Government Wide Purchase Card (formerly IMPAC)
 - Permits purchases to be made outside the contracting office
- **Consider signing up – contact your local bank**
- **<http://purchasecard.saalt.army.mil/>**



Simplified Acquisitions

- **Requirements over \$3000 but not exceeding \$100,000**
 - **Almost all supply and service requirements and many construction via FedBizOpps and Army Single Face to Industry (ASFI)**
- **Many requirements are satisfied via General Services Administration's Federal Supply Schedules**



FEDBIZOPPS

- All Federal Agencies and Military services are required to post their contracting opportunities over \$25,000
- <http://www.fedbizopps.gov>
- FedBizOpps will link you to ASFI which contains Army solicitations and notices
- Army recommends you bypass FedBizOpps and go straight into ASFI
- You can go directly to the ASFI website at: <https://acquisition.army.mil>



Formal Solicitations

- Many contracting offices now use negotiated “best value” solicitations for requirements over \$100,000
- May include technical approach, past performance, management and price or cost using “trade offs”
- Research and understand the FAR system



ORDERS UNDER CONTRACTS

✓ Federal Supply Schedules (FSS)

**Established by General Services Administration for both supplies and services, Competition among schedule holders
SRCC-E awarded \$139,532,148 million under FSS in Fiscal Year 06**

✓ Other Army And Defense Contracts

**Generally computer equipment/software Already competed
Offers economies of scale
Reduces administrative time and effort**



Tips

- **Identify your product or service**
 - Know your Federal Supply Classification Code (FSC)
<http://web1.whs.osd.mil/peidhome/guide/mn02/mn02.htm>
 - Know your North American Industry Classification System (NAICS) codes (formerly know as Standard Industrial Codes (SIC) codes)
<http://www.sba.gov/size/indexableofsize.html>
 - Identify which Government organizations buy your product or services
- **Look into subcontracting opportunities**



Tips Continued

- **Investigate GSA schedule contracts**
- **Research your customer (web sites)**
- **Contact your Procurement Technical Assistance Centers (as at Georgia Tech or UIDA (Native American Procurement and Technical Assistance Center))**
- **Contact SBA Small Business Development Centers <http://www.sba.gov/sbdc/>**
- **Market your firm well**
 - **Present your capabilities clearly to DoD activities and prime contractors**
 - **Realize that, like you, their time is valuable**



QUESTIONS???

